

## Message Text

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11

ACTION EA-07

INFO OCT-01 ISO-00 EB-05 RSC-01 DRC-01 /015 W

----- 064645

P R 280820Z FEB 74

FM AMEMBASSY TOKYO

TO USDOC WASHDC PRIORITY

INFO SECSTATE WASHDC 272

UNCLAS TOKYO 2675

FOR OIM/EISELT

E.O. 11652: N/A

TAGS: BEXP, JA

SUBJECT: TC APRIL SHOW EXHIBITORS

REF: (A) USDOC 3108, (B) USDOC 3096

1. TTC RECORDS SHOW A FEW DISCREPANCIES AGAINST OIM'S REFTEL (A) SUMMARY, TC RECORDS INDICATE 15 PA'S AND VERBALS FOR 19 EXHIBITORS AS OF TODAY: (1) BRUNING DIV. A-M; (2) BUSINESS EFFICIENCY AIDS; (3) COMPUTENTICS; (4) EASTMAN KODAK; (5) IMAGE SYSTEMS; (6) J.OSAWA REPRESENTING (A) ACCESS, (B) BELL AND HOWELL, (C) CORDEL ENGINEERING, (D) INFORMATION DESIGN; (7) KALVER CORP.; (8) MICRO DESIGN; (9) MICROSEAL; (10) MINNESOTA MINING AND MFG; (11) MOTION TECHNOLOGY INC.; (12) NISSHO ELECTRONICS REPRESENTING (A) STROMBERG DATAGRAPHIX AND (B) XIDEX CORP.; (13) REALIST INC.; (14) TECHNOLOGY INC.; AND (15) TRUE DATA CORP. REQUEST CONCURRENCE.

2. FOLLOWING COMPANIES STILL IN PENDING STATUS: (A) PRESTOSEAL/MATSUSHITA ELECTRIC TRADING: AGENT SENT TELEX SEVERAL TIMES FOR PRINCIPAL'S OPINION AND CONFIRMATION THROUGH AMERICAN MATSUSHITA IN N.Y. BUT NO REPLY RECEIVED. AGENT REQUESTS OIM EXPEDITE PRINCIPAL'S REPLY. FYI. AGENT VERY MUCH INTERESTED SHOW. ADVISE. (B) TERMINAL DATA/ KUSUDA BUSINESS MACHINES: AGENT AWAITING PRINCIPAL'S DECISION RE OFFER MADE TOKYO 2011 PARA 2. ADVISE PRINCIPAL'S DECISION. (C) EKTEK/KUSUDA BUSINESS MACHINES: IDENTICAL SITUATION AS UNCLASSIFIED

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TERMINAL DATA. KUSUDA STILL HAS INTEREST IN REPRESENTING

BOTH TERMINAL DATA AND EKTEK IF ARRANGEMENTS FINALIZED BY PRINCIPALS WITH OIM. ADVISE.

3. REFTTEL B. TTC NOTED WITH THANKS. TTC TENTATIVELY ESTABLISHED FOLLOWING SEMINAR SCHEDULE:

APRIL 3 (WED) 13:00-13:45 HRS - DON AVEDON, NATIONAL MICROFILM ASSOCIATION, "MICROGRAPHICS TECHNOLOGY IN U.S. TODAY"  
14:00-14:45 HRS - GENE ROEGLIN, REALIST INC.  
"HOW TO SELECT MICROFILM READER OR READER/PRINTER"  
15:00-15:45 HRS - BERT ZACCARIA, XIDEX CORP.  
"MICROFORM DUPLICATION"

APRIL 4 (THURS) 13:00-13:45 HRS - POSSIBLE GUEST SPEAKER FROM JAPAN MICROPHOTOGRAPHY ASSOCIATION FOR GENERAL SUBJECT. CURRENTLY UNDER NEGOTIATION.  
14:00-14:45 HRS - DERRIL MACHO, TECHNOLOGY INC.  
"SILVER MICROFILM PROCESSING"  
15:00-15:45 HRS - LEON BROOM, IMAGE SYSTEMS INC. "INFO STORAGE RETRIEVAL"

APRIL 5 (FRI) 13:00-13:45 HRS - POSSIBLE GUEST SPEAKER FROM JMA FOR SPECIFIC SUBJECT. CURRENTLY UNDER NEGOTIATION.  
14:00-14:45 HRS - DON AVEDON, NMA, "COMPUTER OUTPUT MICROFILM"

4. TTC WILL NOT UTILIZE SIMULTANEOUS OR CONSEQUITIVE TRANSLATOR FOR ABOVE PRESENTATIONS, BUT WILL, HOWEVER, ENCOURAGE AGENT PERSONNEL ATTENDANCE TO ASSIST QUESTION AND ANSWER PERIOD. TO DO THIS, REQUEST OIM PROVIDE PRESENTATION TEXTS ASAP FOR REPRODUCTION IN TOKYO. SPEAKERS WHO HAVE AGENTS, SHOULD BEAR REPRODUCTION COST AND TTC WILL ASSUME RESPONSIBILITY REPRODUCTION OF TEXT FOR AVEDON AND MACHO.

5. REQUEST OIM ADVISE EXTENT OF COOPERATION RECEIVED FROM NMA. TTC MAY CREDIT NMA ON SHOW CATALOG COVER  
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AND OTHER PROMOTION MATERIALS.

6. FYI: TTC INVITING JMI  
NRESIDENT TO BE GUEST OF HONOR  
OPENING CEREMONY SUBJECT SHOW.  
SHOESMITH

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NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 28 FEB 1974  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Authority:** n/a  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01 JAN 1960  
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**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
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**Office:** ACTION EA  
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**Original Handling Restrictions:** n/a  
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**Page Count:** 3  
**Previous Channel Indicators:**  
**Previous Classification:** n/a  
**Previous Handling Restrictions:** n/a  
**Reference:** (A) USDOC 3108, (B) USDOC 3096  
**Review Action:** RELEASED, APPROVED  
**Review Authority:** WorrelSW  
**Review Comment:** n/a  
**Review Content Flags:**  
**Review Date:** 27 FEB 2002  
**Review Event:**  
**Review Exemptions:** n/a  
**Review History:** RELEASED <27 FEB 2002 by elbezefj>; APPROVED <04 DEC 2002 by WorrelSW>  
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30 JUN 2005

**Review Media Identifier:**  
**Review Referrals:** n/a  
**Review Release Date:** n/a  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** TC APRIL SHOW EXHIBITORS  
**TAGS:** BEXP, JA  
**To:** COM  
**Type:** TE  
**Markings:** Declassified/Released US Department of State EO Systematic Review 30 JUN 2005